



Via Hand Delivery and Electronic Transmission

February 4, 2020

Mr. Juril "Buddy" Mansfield, Chairman
DeSoto County Board of County Commissioners
201 E. Oak Street
Suite 201
Arcadia, FL 34266

Re: Mosaic Participation & Expert Witness Materials for Upcoming Mining 101 Workshop

Dear Chairman Mansfield:

In accordance with the published notice and the April 2019 Agreement between DeSoto County and Mosaic, this letter serves as a request for your approval, as Chairman of the DeSoto County Board of County Commissioners, for presentations by Mosaic representatives Kim Nicholson and Kenneth Miller at the scheduled February 18, 2020 workshop titled "Phosphate Mining 101." Section 5 of the Agreement specifically allows Mosaic representatives to make presentations and be heard as allowed by the Board Chairman.

Additionally, to the extent the information provided by Ms. Nicholson and Mr. Miller at the public workshop would be considered expert testimony or opinions, their attached resumes demonstrate expert qualifications to speak on the identified topics. Please find attached the materials required to support this request.

Sincerely,

A handwritten signature in blue ink that reads "Bill Brammell".

William Brammell
Senior Manager – Mine Permitting
Phone - (813) 500-6808
Cell- (813) 781-4353
Email: William.Brammell@mosaicco.com

Enclosures -Workshop Materials for:

- Kim Nicholson, VP of Agriculture Technology & Innovation, Mosaic Fertilizer
- Kenneth Miller, General Manager, Four Corners Mine, Mosaic Fertilizer

Cc via email:

Russell Schweiss-Mosaic
Heather Nedley-Mosaic
Shelley Thornton-Mosaic
Jon Faletto-Mosaic
Vinetta Godelia-HGS

Kim Nicholson

Field of Expertise

Kim Nicholson's field of expertise is agriculture technology and innovation and global trade. Ms. Nicholson is Mosaic's Vice President of Agriculture Technology and Innovation, and in that position, she is responsible for driving the company's long-term objectives and strategies regarding product development and related technology. Prior to joining the Mosaic team, Ms. Nicholson worked for 20 years in national and international business including product development, marketing, sales, and global supply chains.

Summary of Testimony

Ms. Nicholson plans to present a primer on phosphate at the upcoming workshop. In this presentation she will discuss the important role phosphate serves as a building block of all living things, the history of Central Florida's phosphate reserves and the global availability of phosphate resources. She will also discuss the necessity and demand for phosphate as an essential component of fertilizer used to produce food crops globally, and how fertilizer formed from phosphate and paired with advances in agricultural science and technology can raise crop yields to help fulfill the growing global food demand. Finally, Ms. Nicholson will discuss the state of technological advancements in organic fertilization and regenerative agricultural methods. In addition to this substantive discussion, Ms. Nicholson will include demonstrative photos and graphics.

Resume

Attached

Kim Nicholson

10210 Highland Manor Drive, Building 2, Suite 400, Tampa Florida 33610
kim.nicholson@mosaicco.com

Summary of Qualifications	Senior leader responsible for monitoring the agriculture sector to identify trends and their potential impact on the Company's strategy. Develops relationships with academia, industry, private equity and others to identify technologies that can be commercialized by Mosaic. Leads a Mosaic Wide Center of Expertise in the Agriculture Technology and Innovation space.
Professional Experience	<p>Mosaic Fertilizer, LLC, Tampa, Florida Vice President of Agriculture Technology and Innovation 2019 – Present</p> <ul style="list-style-type: none">• Partners with Senior Leadership team to drive strategic vision across the organization• Responsible for product development activities and active research & development• Develop long-range objectives and strategies for new product commercialization within Mosaic• Identify technologies and companies as part of a comprehensive investment strategy for Mosaic• Represent Mosaic as a thought leader in the agriculture technology and innovation sector <p>NFocus Partners, Atlanta, Georgia Founder/President 2009/2019</p> <p>Founder of a marketing and management consulting firm that served a broad base of clients in the agribusiness segment and provided temporary executive management services for emerging companies in the fields of agriculture, energy, and software.</p> <p>BioLab, A Chemtura Company, Atlanta, Georgia Group President 2007/2009</p> <p>Led \$600 million consumer products global division of Chemtura Corporation with two key subdivisions serving mass retail, specialty retail and distribution clients: Recreational Water – pool and spa chemicals and related products; and Household Products – general purpose household cleaners. Supervised 915 employees on five continents, and five manufacturing plants.</p> <p>BioLab, A Chemtura Company, Atlanta, Georgia Vice President Pro Sales 2006-2007</p> <p>Built, trained, and organized a nationwide sales force calling on specialty retail and distribution channels and aligned company goals with the needs and expectations of customers.</p>

Nutra-Park, Inc., Middleton, Wisconsin
Vice President, Marketing and Sales
2002-2006

Managed all domestic and international sales and marketing functions for a biotech firm specializing in agricultural technology including plant growth regulators used as ripening and quality enhancement agents for fresh produce and cut flowers.

BASF Corporation, Research Triangle Park, North Carolina
National Sales Manager
2000-2001

Directed a nationwide sales team of more than 180 people that produced \$983 million of agrichemical sales in the United States. Responsible for reporting and forecasting sales and integrating and restructuring the sales force following the acquisition of American Cyanamid.

American Home Products/American Cyanamid, Memphis Tennessee
South and West Regional Director
1999-2000

Successfully managed a \$250 million, 47 state, multi-crop region of the United States. Supervised ten district managers and 90 sales representatives and grew market share in key agrichemical markets including peanut, cotton, and soybeans.

Education **Bachelor of Science, Soil and Crop Sciences**
Purdue University, West Lafayette, Indiana
1986

Professional Development Power and Leadership, Darden School
Marketing Development, Columbia University
Global Supply Chain Strategy, Massachusetts Institute of Technology
Product Management, Center for Creative Leadership, University of Chicago
ISBM Value and Pricing Strategy

Conferences And Presentations 2019 World BioStimulants Congress: International meeting of crop scientists and leading researchers in agricultural biostimulants and similar products used to enhance plant growth, health, and productivity.

Commodity Classic: America's largest farmer-led, farmer-focused agricultural and educational trade association primarily for corn and soybean farmers.

InfoAg Global: Conference on products, technologies, and practices to optimize crop production, with focus on new agriculture technologies.

Ag Vision Conference: North America's definitive precision agriculture and digital farming conference. Gave presentation on Internet of Things (IoT) monitoring technology for modern farmers.

Forbes AgTech Summit (Salinas, KS, and Indianapolis, IN): National gathering of experts in emerging technology and global agriculture to tackle the world's most critical challenges to our food supply.

Kenneth “Kenny” Miller

Field of Expertise

Kenneth “Kenny” Miller’s field of expertise is mine operations, engineering, and permitting. Mr. Miller is currently the General Manager of Mosaic’s Four Corners Mine. In this position, Mr. Miller is responsible for overseeing all functions at Mosaic’s largest mine including production, budgets, personnel, permitting, mining, transportation and reclamation. Prior to his current position, Mr. Miller served in a variety of capacities during his nearly 40 years of experience in the Central Florida phosphate mining industry including environmental chemist, environmental engineer, beneficiation superintendent and chief engineer, chief metallurgist, environmental health and safety auditor, and a host of management positions.

Summary of Testimony

Mr. Miller plans to present on the basics of phosphate mining in Central Florida. He plans to begin with a brief history of phosphate mining in the region, an overview of its current state, and the required permitting for phosphate mines. Mr. Miller will then move to a step-by-step presentation on how phosphate mining, beneficiation, and transportation and distribution are achieved. He will also touch on the basics of environmental protection measures during mining and reclamation. In addition to this substantive discussion, Mr. Miller will include demonstrative photos and graphics.

Resume

Attached

Kenneth Miller

11200 SR 37 South, Bradley, Florida 33835

Kenneth.miller@mosaicco.com

**Summary of
Qualifications**

Approximately four decades of service in various aspects of the phosphate industry. Kenny manages the largest mine in Mosaic's operations where he is charged with the establishment and execution of strategic initiatives to improve the mine's environmental health and safety, production, and financial performance. His extensive experience allows him to quickly adapt to short-term market needs while balancing long-term strategic priorities. Kenny is also responsible for personnel leadership, identification, retention and cultivation of organizational talent. These efforts foster a productive, safe, and professional work environment while developing future community and company leaders.

**Professional
Experience**

**General Manager, Four Corners Mine
Mosaic Fertilizer, LLC
December 2017 – Present**

- Leads cross-functional teams and aligns Commercial, Engineering, Operations, Maintenance, and environmental health and safety functions with the Minerals and Concentrates organizations
- Provides leadership, direction, and resources to departments to develop operational controls and problem solves various issues that arise
- Ensures medium-term production, quality, safety and environmental results that align with business plans and ensures standards and goals are fully accomplished
- Manages all aspects of operational and capital budgets
- Serves as a team mentor by providing timely and constructive feedback to ensure employees have a clear understanding of their work, roles, business goals, and performance standards
- Often leads multi-disciplinary teams working to solve problems, launch projects, or realize greater efficiencies and effectiveness from the front line to the final product

**Assistant General Manager, Four Corners Mine
Mosaic Fertilizer, LLC
January 2015 - December 2017**

Led mining, beneficiation, and waste disposal operations at the facility

**Assistant General Manager, South Pasture Mine
Mosaic Fertilizer, LLC
March 2014 - December 2014**

Led mining, beneficiation, and waste disposal operations at the facility

**Production Manager, South Pasture Mine
CF Industries
December 2013 - March 2014**

Led mining, beneficiation, and waste disposal operations at the facility

Maintenance Manager, Plant City Facility

CF Industries

October 2011 – December 2013

Responsible for maintenance, turnaround, gypsum stack operations, and reliability matters at Concentrates Facility

Maintenance Manager, South Pasture Mine

CF Industries

February 2007 – September 2011

Responsible for all maintenance and reliability activities at Mining Operation, as well as providing support to the land management team on reserve acquisitions and land use permitting

Technical Services Manager, South Pasture Mine

CF Industries

September 2002 – January 2007

Led all permitting, reclamation, mine and waste disposal planning, land management and laboratory operations for the facility

Production Manager, South Pasture Mine

CF Industries

February 2001- September 2002

Led mining, beneficiation and waste disposal operations at the mine

Administration Manager, South Pasture Mine

CF Industries

July 1998 – February 2001

Responsible for human resources, employee health and safety, and purchasing and warehousing activities at the facility

Corporate EHS Auditor, South Pasture Mine

CF Industries

July 1998 – February 2001

Utilized environmental health and safety as well as OSHA training from the Arthur D. Little Company and the Process Safety Institute to participate in health and safety audits throughout the North American CF system, including nitrogen and phosphate manufacturing facilities, dry product warehouses, liquid product terminals and marine facilities/barges

Chief Metallurgist, South Pasture Mine

CF Industries

September 1994- November 1996

Participated in the design, construction and start-up of the South Pasture mine and beneficiation plant, and supported the beneficiation operations superintendent.

**Beneficiation Superintendent/Chief Engineer- Environmental, North Pasture Mine
CF Industries
December 1990- August 1994**

Responsible for the beneficiation, waste disposal operations, and water management and permitting.
Also acted as lead operator for the domestic drinking and wastewater operations at the facility.

**Environmental Engineer, North Pasture Mine
CF Industries
July 1987- November 1990**

Responsible for drinking water and domestic wastewater operations and permitting along with all water management activities and permitting through the National Pollutant Discharge Elimination System and the Southwest Florida Water Management District.

**Beneficiation Shift Supervisor, North Pasture Mine
CF Industries
April 1985 – December 1986**

**Environmental Chemist, North Pasture Mine
CF Industries
November 1984- March 1985**

**Lab, Operations & Maintenance Hourly, North Pasture Mine
CF Industries
December 1982- October 1984**

Education **Bachelor of Science, Microbiology**
University of South Florida, Tampa, Florida
1982

Training MSHA Certified
FDEP Qualified Stormwater Management Inspector